GSA Acquisition Excellence

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“Get It Right” 5 Main Objectives

1. Secure **Best Value**
2. Clear and Explicit **Acquisition Policy**
3. Improve **Education & Training**
4. Ensure **Compliance**
5. **Communicate** with Acquisition Community

FSS Initiatives

- **Federal Acquisition Regulation (FAR) 8.4**
- **FSS Center for Acquisition Excellence Campus**
- **Customer Compliance Survey**
- **Contract Quality Review**
- **Contracts On-line**
- **E-buy**
- **Virtual Stores**
- **eOffers and eMods**
- **Scope Reviews**

Schedules Ordering Procedures

Services (SOW)	Products/Services (no SOW)
< Micro-Purchase Threshold (MPT) – Place order	< MPT $ – Place order
> MPT $ Prepare SOW *(Performance-Based preferred)* Transmit SOW & RFQ to at least 3 contractors Evaluate - Select "best value"	> MPT $ Look at GSA *Advantage!*® or Look at 3 price lists Select "best value"
> MO Transmit to additional contractors Seek price reductions	> MO Review GSA *Advantage!*® or additional price lists Seek price reductions

FAR 8.4 Revisions

Significant Changes

- **Defines ordering requirements for services**
- **Applicability to Blanket Purchase Agreements (BPA)**
- **Clarifies requirements on price reductions**
- **Addresses sole source requirements**
- **Additional guidance on documentation requirements**
- **Includes information on e-Buy and GSA Advantage!**

FSS Center for Acquisition Excellence

- **Site launched 3/03; Major courseware added 2003, 2004**

Online

- **31,908 Registered Users**
- **11,533 customers have accessed courses**

Classroom

- **1,423 customers trained**
- **Training provided to: Army, Navy, Air Force, Marines, various civilian agencies**

FSS Center for Acquisition Excellence

New Offerings

- **FAR 8.4 Seminar 8/04**
- **Updated MAS Customer Course “Using GSA Schedules” 8/04**
- **Customer Checklist 9/04**
- **GWAC Seminar 9/04**
- **Pricing Module 10/04**

Customer Compliance Survey

Online survey of MAS users; 805 responses received

Significant Findings

- **Over 90% of the respondents use MAS program at least twice a year**
- **MAS users most familiar with Blanket Purchase Agreements (92%), Performance-Based Statements of Work (84%), and e-Buy (75%)**
- **Area of concern – price reductions**

Contract Quality Reviews

- **152 contract reviews in FY04; all Acquisition Centers represented in sample**
- **Report and recommendations prepared**
- **Expansion of program in FY05; 325 reviews planned for completion**

Electronic Contracting- FSS

- **E-offer**
- **E-mods**
- **Quick- Mods**
- **Digital Certificates**

e-Buy

- **Internet-based Request For Quote Solution Enhances Competition, Transparency, and Efficiency**
  - **Paperless acquisition tool**
  - **“Electronic” competition for orders**
  - **Business intelligence tool**
  - **Government management tool**
- **www.gsaadvantage.gov**

eOffers and eMods

- **<u>eOffers and eMods</u>**
- **e-tool that allows contractors to submit contract offers and contract modifications to FSS online**
- **November 15, 2004: Professional Engineering Services (PES)**
- **Management Organization and Business Improvement (MOBIS)**
- **Advertising and Integrated Marketing (AIMS)**
- **Digital Certificates purchased for vendors available on first come first serve basis**

Virtual Store

- **Unique version of GSA Advantage customized for customer agencies**
- **Promotes strategic sourcing and leverage buying**
- **Allows for visibility of agency specific schedule BPA awards**
- **Facilitates asset management for IT software**
- **Captures spend analysis information**
- **Promotes accountability and competition**

Scope Reviews

- **Customer's compliance with appropriate statutory and regulatory guidelines when using GSA Schedules**
- **Contract Management Center conducts Multiple Award Schedule (MAS) contract scope reviews**
  - **Review task/delivery orders placed against GSA schedule contracts**
  - **GSA's Industrial Operations Analysts (IOAs) monitors contract compliance as part of Contactor Assistance Visits (CAVs).**
  - **CAV communicates GSA's performance expectations to contractors**

- **To date, majority of contracts reviewed revealed no scope problems**
- **Problems identified not significant (education key to resolution)**

Challenges

- **Growth of Services**
- **Performance Based Contracting**
- **Electronic Contracting**
- **Spend Analysis**
- **Next Generation Contracts**
- **Cooperative Purchasing**

Challenges: Growth of Services

- **Increasing Complexity of Services Acquisition**
- **Customers want Total Solutions**
- **Overlap/Confusion among service offerings**

Challenges: Performance Based Contracting

- **Increased Training is needed**
- **Contract Structure- labor hours v. FFP**
- **Contract Administration- quality assurance**

Challenges: Spend Analysis

- **Virtual Stores**
- **Smart Buy**
- **Purchase card**
- **Strategic Sourcing**

FSS Center for Acquisition Excellence

Proper Use of Non-DOD Training

- Section 803
- Acquisition Training Tools
- FPDS-NG
- Contractor Responsibility
- Financial Responsibility
- Definition of Bonafide Ne
- More…

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